

<b>APPENDIX C PRICING INDEX</b> <b>DIR-TSO-2678</b> <b>JOHNSTON TECHNICAL SERVICES, INC (JTS)</b> <b>Manufacturer/Product Line/Product Category</b>		<b>Customer Discount</b> <b>% off MSRP</b>
<b>Hardware</b>		
<b>Accedian Networks</b>		6.00%
<b>ALT Fabrication</b>		6.00%
<b>CalAmp</b>		
Hardware		13.00%
Accessories		10.00%
<b>Ceragon Networks</b>		
Hardware/Licenses /Accessories		39.00%
Antennas/3rd Party Equipment		15.00%
<b>Cielo Networks</b>		
Hardware/Antennas/Accessories/Extended Warranties		
Does not include capacity upgrades		12.00%
<b>Eupen</b>		
Cable		25.00%
Connectors/Jumpers		5.00%
<b>Exalt Communications</b>		
Hardware		15.00%
Accessories (power supplies, cable assemblies, etc.) & extended warranties		7.00%
<b>Rackmount Solutions</b>		3.00%
<b>Radio Waves</b>		18.00%
<b>Samsung</b>		
Wireless Local Area Network Equipment		25.00%
Ubigate Network Switching Equipment		10.00%
<b>Solis Energy</b>		4.00%
<b>Valmont/Site Pro 1</b>		5.00%
<b>Westell</b>		15.00%
<b>Maintenance</b>		
Annual Maintenance Agreement		12.00%
LinkGuard Remote Monitoring Services		12.00%
<b>Technical Services</b>		
Installation & Maintenance Hourly Rate (1-man crew)		12.00%
Installation & Maintenance Day Rate (8am-5pm, 1-man crew)		12.00%
Installation & Maintenance Hourly Rate (2-man crew)		12.00%
Installation & Maintenance Day Rate (8am-5pm, 2-man crew)		12.00%
Installation & Maintenance Hourly Rate (3-man crew)		12.00%
Installation & Maintenance Day Rate (8am-5pm, 3-man crew)		12.00%
Installation & Maintenance Hourly Rate (4-man crew)		12.00%
Installation & Maintenance Day Rate (8am-5pm, 4-man crew)		12.00%
Site Survey (per node)		12.00%
Spectrum Analysis (per node)		12.00%
Systems Engineering Hourly Rate		12.00%

Troubleshooting Hourly Rate (2-man crew)	12.00%
FCC License Coordination Fee (single point-to-point hop)	12.00%
Training (1-day)	12.00%
Meeting (2-hour slot)	12.00%
Mobilization (per 1-hour increment per tech)	12.00%
Report Generation	12.00%
JTS Bucket Truck Usage (day rate)	12.00%
External Resource Lease - Man Lift (day rate)	12.00%
External Resource Lease - Crane (hourly rate)	12.00%
External Resource Lease - Backhoe (day rate)	12.00%
Project Management	12.00%
Provisioning Services	12.00%
Other Services	12.00%
<b>Miscellaneous Accessories</b>	
Cabling	5.00%
Patch Cords	5.00%
Connectors	5.00%
Power Supplies	5.00%
Protectors	5.00%
Mounting Hardware (Clamps, Hangers, Brackets, Mounts, Masts, etc.)	5.00%
Grounding Kits	5.00%
Weatherproofing Material	5.00%
Antennas	5.00%
Enclosures	5.00%